

## Message Text

UNCLASSIFIED

PAGE 01 LUSAKA 01116 180916Z

10

ACTION COME-00

INFO OCT-01 AF-06 ISO-00 EB-07 /014 W

----- 079755

R 171525Z JUN 75

FM AMEMBASSY LUSAKA

TO SECSTATE WASHDC 1742

UNCLAS LUSAKA 1116

EO 11652: N/A

TAGS: BEXP

SUBJECT: SPECIALIZED TRADE MISSIONS - INCREASED ADVANCE OFFICER ACTIVITIES

REF: STATE 140278, STATE A-9156

1. OUR EXPERIENCE DURING APRIL RAILROAD EQUIPMENT TRADE MISSION AND MAY ROAD CONSTRUCTION TECHNICAL SEMINAR INDICATES DESIRABILITY SCHEDULING ADVANCE OFFICER VISIT AT LEAST SIX WEEKS PRIOR TO MISSION FOR FOLLOWING REASONS:

A) MAJOR INDUSTRIAL AND COMMERCIAL FIRMS ARE LOCATED IN COPPERBELT SOME 200 MILES OUTSIDE LUSAKA. COMMUNICATION BY MAIL IS SLOW AND UNDEPENDABLE. IDEALLY, PROMOTIONAL LITERATURE SHOULD BE MAILED AT LEAST 5 WEEKS PRIOR TO MISSION TO ALLOW BUSINESSMEN TO MAKE PLANS FOR VISIT TO LUSAKA.

B) ALL EMBASSY COMMUNICATIONS WITH GOVERNMENT AND PARASTATAL ENTITIES MUST BE ROUTED THROUGH FOREIGN MINISTRY. THUS, UNLESS FIRM SCHEDULING IS SET WELL IN ADVANCE, KEY GOVERNMENT CONTACTS ARE NOT INFORMED OFFICIALLY AND ARE RELUCTANT TO PARTICIPATE IN ABSENCE FOREIGN MINISTRY SANCTION.

C) PREPARATIONS FOR BOTH RR EQUIPMENT TRADE MISSION AND SALES SEMINAR WERE HAMPERED BY LATE RECEIPT PROMOTIONAL LITERATURE. BELIEVE IN FUTURE ADVANCE OFFICER SHOULD HAND CARRY TEXTS OF UNCLASSIFIED

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LITERATURE FOR PRINTING BY POST. AVAILABILITY WHEN NEEDED WOULD  
MORE THAN COMPENSATE FOR SACRIFICE IN QUALITY OF BROCHURES.  
ALSO, BECAUSE OF FREQUENT CANCELLATION BROCHURES MUST BE  
MODIFIED BY POST TO DELETE DESCRIPTIVE MATERIAL ON NON-  
PARTICIPANTS.

D) AT A POST WITH VERY LIMITED STAFF RESOURCES, PRESS OF  
OTHER BUSINESS MAKES IT IMPOSSIBLE FOR ECON/COMM OFFICER  
TO DEVOTE FULL TIME TO MISSION PREPARATION. PROBLEM WOULD  
BE EASED CONSIDERABLY BY ADDING SEVERAL WEEKS TO TIME  
AVAILABLE FOR PREPARATION.

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## Message Attributes

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**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Reference:** 75 STATE 140278, 75 STATE A-9156  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** greenet  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 13 FEB 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <13 FEB 2003 by PhilliR0>; APPROVED <17 FEB 2004 by greenet>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
06 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
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**TAGS:** BEXP  
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**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006